

\$203.7 million in new and retained sales
\$47.9 million in new investments
1,753 jobs created or retained

The North Carolina Manufacturing Extension Partnership (IES) is a statewide, university-affiliated organization partnering with North Carolina industry as a catalyst for the transfer of knowledge and technology in support of economic development. IES is the recognized leader and change agent for sustaining and advancing North Carolina's industries. They help manufacturers stay abreast of the latest technologies and best practices in both engineering and business management. Ultimately, IES aims to help increase productivity, efficiency, quality, and, as a result, profits.

IES extensive products and services can be combined in a unique package to get manufacturers the desired results as quickly as possible. Their toolbox includes lean enterprise, Six Sigma, environmental, safety and health management and quality initiatives such as ISO management systems. IES values integrity, a commitment to excellence, a stronger customer focus and a dedication to providing value.

For more information, contact:



25 Field Offices

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* Impacts are based on clients receiving service in FY2009

CLIENT SUCCESS: RLCB, INC.

"I could see the changes happening [once the work with NCMEP began], employees were interested and we knew we had found the help we needed through their expertise."

Janet Griffey, President & CEO
RLCB, Inc.

RLCB, Inc. Increases Productivity with Assistance from North Carolina MEP

RLCB, Inc. is a leader in textile cutting and sewing and has a long history in producing a wide array of products for the U.S. military under the Javits-Wagner-O'Day Act and the AbilityOne Program, a Federal purchasing program that enables people who are blind to work. The program provides products and services to Federal and commercial customers. In addition, RLCB operates seven military base stores throughout the U.S. The company employs 197 people at its facility in Raleigh, North Carolina.

Situation:

RLCB wanted to develop a Growth Strategy Program that would improve revenue, profitability, and cash flow, and reduce cycle time. The company's goal was to diversify their client base in order to expand markets. RLCB contacted the North Carolina Manufacturing Extension Partnership (NCMEP), a NIST MEP network affiliate, for help.

Solution:

NCMEP designed several projects to meet the company's objectives. NCMEP developed two alternative working layouts with high-level economic analysis for the planned occupying area using AutoCAD software, and maintain developed file for future technical support and layout updates. In addition, NCMEP provided technical assistance for RLCB during physical relocation of equipment and consolidation of the manufacturing facility and provided production optimization support to bring a product in production. As a result of NCMEP's assistance, RLCB added a production line and increased productivity.

Results:

- * Increased productivity by \$1.2 million.
- * Increased sales by \$3 million.
- * Realized \$1.7 million in cost savings.
- * Reduced work in process by \$87,000.
- * Invested \$195,000 in workforce development.

Created 30 jobs